KIWI FINTECH ACCELERATOR

POWERED BY LIGHTNING LAB

PROJECT TEAM PACK

The Kiwi FinTech Accelerator is a programme of

CREATIVE|HQ

ABOUT THE KIWI FINTECH ACCELERATOR

What is the Kiwi FinTech Accelerator?

Kiwi FinTech Accelerator is a full-time three-month business growth programme powered by Lightning Lab, New Zealand's premier startup accelerator.

After the success of the 2017 and 2018 programmes, the Kiwi FinTech Accelerator is now back for its third year. The Accelerator is an opportunity for high impact businesses to contribute to making Kiwis, Kiwi companies and the NZ financial system better. The accelerator will support fintech ventures and project teams from corporations and agencies to help build best-in-world solutions..

Up to **HOW MANY** project teams will be accepted to join the startups in the programme. All teams will get access to NZ's largest network of fintech services, experts and mentors. Teams will work directly with our fintech industry partners and practice market validation and product development methods used by companies like Google, IDEO, and Tesla. At the end of the three months, each venture will have the opportunity to pitch for investment at Demo Day, in front of some of the top angel investors and early-stage venture funds in the country.

Why us?

The Kiwi FinTech Accelerator brings the top experts, regulators, corporates and innovators of the New Zealand financial system to one place to help you validate your business.

New Zealand was ranked 1st in the world for ease of doing business by the World Bank's 2018 Doing Business Report. New Zealand is also ranked 1st in Transparency International's Anti-Corruption Perceptions Index 2016 as the least corrupt country in the world.

Wellington is the headquarters of many of the banks and financial institutions, (including Xero) as well as the regulatory authorities in New Zealand. We have one tier of regulators here in New Zealand (and we work directly with them). This makes New Zealand a great testing ground before launching into larger markets.

Kiwis are made up of a broad demographic and are used to being early adopters of new solutions. Many of the world's largest and most innovative companies test here first.

Timeline

Make sure to check our [website](#) and social media channels for last minute changes and updates.

4 March	Project Team Applications Open
FEBRUARY–APRIL	Roadshow (Dates and locations TBC)
16 April	Market Validation Course starts
24 MAY	Applications close
30 MAY	Final selection of projects made
1 JULY	Bootcamp Starts
8 MAY	Accelerator starts

APPLICATIONS 101

Selection Criteria

Team
We look at the composition, domain expertise and experience of the team. We consider skills and expertise to sell and execute on the idea, as well as your ability to take on board feedback.

Problem
We look at the scope of the problem you are solving and judge how much impact it may have on the sector to solve the problem and how much we think the programme can help you solve it.

Support
We look at how much support you have at the project management and executive sponsorship levels in your organisation(s). We also look at the commitment of your organisation(s) to support your project with budget and resources after the programme, should you get a good outcome that is worth investing in.

To Consider

- No lone wolves, the team must consist of two or more member (ideally no more than 5 either);
- The team must be willing and able to be based on site in Christchurch for the duration of the programme. We're happy to accommodate family commitments but this is not a programme you're able to participate in remotely; if you'd like to discuss things further get in touch with us;
- The team must be willing and able to work full-time on the opportunity;

Cost for a Project Team

There is a $50,000 +GST charge for the services to support each project team in the programme. This fee can be split up across participants if multiple participants are coming into a team. The fee covers all of the costs associated with programme management, coaching, coordination of experts, premises, events and demo day.

Ideal team characteristics

- Your team should have all the key roles covered. This may vary for each venture, but some typical key roles include: someone who has the vision and can be the driver of it, someone who can sell and market your product/service, and someone who can develop the necessary technology to implement your solution.
- Your project should be in a stage where acceleration is appropriate and can have an impact. Most projects come in with only a problem statement and a team, others have been working for a while and are stalled, still others have an early prototype solution that they want to scale.
- You are focused on building a solution that can make a big impact to the industry.
- You are open and receptive to feedback and different perspectives.

In particular, we're keen to learn:

- How well balanced you are as a team.
- How much project management support you have from your organisation.
- How much executive support you have from your organisation.
- How much budget you have set aside to support your project after the accelerator programme.

FAQ

Can I put in a project with just my company or agency?
You can submit a project that only includes team members from your company or agency. However, we believe the best project teams have members from multiple entities who are looking to collectively solve a problem in the industry..

Can you help me find people for my project team?
Yes. We are in contact with a lot of people, companies and agencies who want to get involved in this programme. We can help you find others who may be interested in joining you to solve the same problem. Reach out to us early so we can get to work and help you find others to join your project team.

When is the deadline to apply to the programme and what's the overall timeline?
The Kiwi FinTech Accelerator applications are open now and close on **24th May**, 5 pm. After the applications close, we will decide who to invite to our selection panel interviews, which will take place approximately 2 weeks after the application closing date (TBC). Within a week after the selection panel interviews, we will contact teams with an offer to be in the programme. Teams will have up to two weeks to decide on being in the programme. If you accept our offer, you'll receive a funding and programme agreement and will then need to start preparing for the programme start date.

Prior to the start of the programme, teams are invited to attend a one-week **Bootcamp** in the programme space within Christchurch International Airport (week of May 20th). This is a great opportunity to get familiar with the sprint methodologies we're going to be using throughout the programme and to get to know the other teams. Attendance is highly recommended. The official programme kicks off on May 27th.

How to best prepare?
Prior to the Kiwi FinTech Accelerator programme, we will be running an online **Market Validation Course** to help teams that are interested in the programme.

The market validation course gives you access to the same Lightning Lab startup coaches who work in the full accelerator programme. They will help you learn the techniques to validate whether you have a good problem to solve and if your proposed solution is the right one to solve it. A maximum of 15 teams will be selected for the Market Validation Course. You can work at your own pace and will be expected to commit 5-10 hours per week to the course. There is no cost for the course and no further commitment required from you.

In order to be considered for this, *please indicate* an interest in the F6S application form (its the very last question) to participate in our **Market Validation Course**, which will start on **Monday, March 4th.**

Please note that the completion of the Market Validation Course does not guarantee an invite to present to the selection panel for the Kiwi FinTech Accelerator.

Will you sign a Non-Disclosure Agreement? How will I protect my idea?
Your application is confidential to the Lightning Lab founding investors and management team, and will not be shown to anyone else. This article gives a good insight into why we don't sign non-disclosure agreements.

RESOURCES

BLOGS

Steve Blank's free Udacity course, How to build a startup

Y Combinator's Startup School

NZ startup ecosystem map

Application Tips: The Elevator Pitch

Application Tips: The Team

VIDEOS

20 ways to blow up your company

Mick Liubinskas on Focus

Getting Funded with Dave Moskovitz

Product Strategy is about saying no

PODCASTS

How I Built This

a16z

Business Schooled

The Entrepreneurs

Y Combinator

Masters of Scale

MEETUPS

Startup Garage

Startup Grind

USEFUL LINKS

What falls under FinTech?

Forbes FinTech 50